

Message Text

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PAGE 01 TOKYO 05804 210836Z

ACTION CU-04

INFO OCT-01 EA-09 ISO-00 SSO-00 /014 W

-----210851Z 039313 /13

O R 210800Z APR 77

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC IMMEDIATE 7122

INFO USIA WASHDC

UNCLAS TOKYO 5804

STATE FOR CU/ARTS

USIA FOR IA FROM RPO KENDALL

E.O. 11652: N/A

SUBJECT: CU/ARTS - ALVIN AILEY DANCE THEATER

RE: STATE 088118

1. RESPONDING TO POINTS CONTAINED REFTTEL SPONSOR STATES THAT ENTRY OF EMBASSY/DEPARTMENT INTO NEGOTIATING PICTURE, TO PERMIT TRANSPORTATION ALIVIN AILEY COMPANY BEYOND JAPAN CHANGED BASIC NATURE OF ITS CONTRACTUAL AGREEMENT WITH DANCE THEATER FOUNDATION.

2. SPONSOR'S AGREEMENT WAS TO FURNISH TICKETS TO COMPANY FOUR WEEKS BEFORE DEPARTURE FROM NEW YORK, I.E. MAY 14. SPONSOR HAD INITIATED ARRANGEMENTS WITH JAPAN TRAVEL BUREAU FOR THIS PURPOSE. STANDARD PROCEDURE WITH JTB IN SUCH CONTRACTS IS TO GUARANTEE PAYMENT WITHIN 90 DAYS OF EXECUTION OF AGREEMENT, (I.E. JUNE 26, DATE OF GROUP'S DEPARTURE FROM JAPAN PLUS 90 DAYS WHICH IS SEPT. 26). JTB IS HUGE ORGANIZATION HANDLING NUMEROUS CONTRACTS THIS NATURE SO AMOUNT INVOLVED HERE NO PROBLEM FOR THEM; BUT REQUEST FOR PAYMENT OF DOLS 31,537 IN ADVANCE OF TRAVEL CREATES SAME CASH FLOW PROBLEM FOR SPONSOR AS ADVANCE EXPENDITURE THAT AMOUNT DOES FOR
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COMPANY.

3. FROM SPONSOR'S VIEWPOINT, NEGOTIATIONS CONCERNING AMOUNT THEIR CONTRIBUTION TO COMPANY'S TRAVEL/TRANSPORTATION HAVE TAKEN PLACE ENTIRELY WITH EMBASSY AND DEPARTMENT, HENCE THEY FEEL REVISED AGREEMENT TO THIS END SHOULD BE WITH EMBASSY OR DEPARTMENT. FURTHER, THEY ARGUE

THAT SINCE NEW TRAVEL AGREEMENT ELIMINATES JAPAN TRAVEL BUREAU FROM THE PICTURE, PAYMENT FOR TRAVEL MUST NOW BE MADE IN FOREIGN CURRENCY. THEY SAY THEY NEED AGREEMENT WITH EMBASSY RATHER THAN WITH COMPANY TO OBTAIN GOJ PERMISSION FOR REMITTANCE. WHILE EMBASSY DOES NOT NECESSARILY ACCEPT THIS ARGUMENT SPONSOR BELIEVES, AND WE AGREE, THAT ENTERING INTO SEPARATE NEGOTIATIONS WITH COMPANY AT THIS TIME WOULD COST TIME THEY CANNOT AFFORD.

4. ONLY VALID SOLUTION APPARENT TO EMBASSY AT THIS POINT WOULD BE SOME FORM OF "REIMBURSABLE GRANT", IF SUCH CAN BE ARRANGED, BY DEPARTMENT TO COMPANY OF AMOUNT INVOLVED TO PERMIT BOTH SPONSOR AND COMPANY TO PROCEED WITH PLANS. THEN INSTEAD OF PAYING JTB AS ORIGINALLY PLANNED SPONSOR WOULD REIMBURSE EMBASSY/DEPARTMENT. TRANSACTION COULD BE COMPLETED WITH PRESENT FISCAL YEAR.

5. REQUEST SOONEST AUTHORIZATION PROCEED WITH EXCHANGE OF LETTERS WITH SPONSOR TO THIS END.

6. AWAITING WORD CONCERNING TELEVISION FEES.
SHOESMITH

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Disposition Approved on Date:
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